

# Candidate Profiles

Landings Association

Board Of Directors

2020-2022

- Hal Duensing
- Andrew (Andy) Lohn
- Tony Martin
- Judy Monaco
- Charles Ryan
- Mark Winters



*Whispering Jesse*  
SAVANNAH, GEORGIA



# Voting Instructions

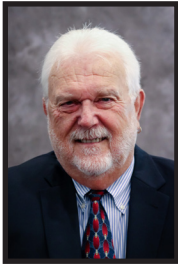
The purpose of this election is to elect new members to The Landings Association's Board of Directors for the 2020-2022 term. It is being conducted in accordance with Article 3 of the Bylaws of The Landings Association, Inc.

The Landings Association's Nominating Committee has proposed six candidates for three vacancies on the board. Each Landings lot, including those with two or more owners-of-record, is permitted up to three votes... one vote for each of three candidates. Lot owners may name and vote for write-in candidates. The names of write-in candidates should be printed clearly on the ballot or typed into the online ballot. Vote for up to three candidates, including any write-in candidates.

Owners of multiple lots may cast votes equal to the number of lots owned. For example, owners of two lots are entitled to a total of six votes. However, the number of votes cast for any single candidate cannot exceed the number of lots owned. (The number of lots owned is listed on the outside of the return envelope.) Please refer to page 8 of this brochure for instructions on completing your ballot.

Each candidate was asked to provide a brief bio as well as responses to the questions below:

- 1. What issues at The Landings are important to you, and what issues should The Landings Association be addressing?**
- 2. What skills and talents developed in your past experiences would positively contribute to the Board's deliberations?**
- 3. How have you contributed to the community since moving to The Landings both inside and outside the gates, and what other major community contributions have you made during your life?**



## Hal Duensing

Hal first came to Savannah in 1968, where he was assigned as an Army helicopter instructor pilot at Hunter AAF. While in Savannah, he met his wife Linda, and they were married in 1969. Upon his release from active duty, Hal and Linda returned to Hal's hometown of Sacramento, California. He completed his Graduate Studies in Government and began his professional career.

Hal worked in local government in Sacramento, where he managed several public-private projects involved in redevelopment and economic development programs. Hal and Linda moved to Long Beach, California in 1983, where he managed projects that resulted in major commercial and industrial developments for the city of Long Beach. These projects increased local employment and provided significant enhancements to the overall community. Hal was promoted to Director of Properties with the Port of Long Beach, where he was instrumental in promoting major expansion efforts that resulted in Long Beach becoming the number one Port in the US.

Frequent trips to Savannah to visit family were important. Each visit included a trip to The Landings, where Hal and Linda saw the making of a first-class community. The Landings soon became a primary focus in their retirement planning, and in 2003 a dream came true with the purchase of a home in the Plantation area.

### Important Issues

The Landings community, as envisioned 40 years ago, is not the community we have today. The evolution of The Landings requires the cooperative efforts of the Association and the Club to recognize the challenges facing us. Addressing the aging housing issues and infrastructure demands, while still providing the amenities and lifestyle desired, is critical. The recent creation of the Renovation Committee and the development of The Deck at Franklin Creek are positive steps toward addressing the demographic changes our community is experiencing.

It is up to the Association's Board to maintain open communications with residents and ensure transparency of the decision-making process. We need to be open to new ideas, foster them, and implement those that provide the most benefit to the community. Additionally, continuing relationships with State and County government officials and organizations, with the focus on those issues affecting Landings residents, is a key responsibility of TLA's Board.

### Skills and Talents

The Association operates as a small city, with Planning, Public Works, Finance, Security, Maintenance, and other activities similar to a municipal government, with the Board acting as the City Council. My 30-plus years in local government means I have dealt with these issues and know how to get things done. I also consider myself someone who is open to all sides of an issue and willing to work to find answers and implement solutions.

### Community Contributions

I served on the Economic Development Committee of the Savannah Downtown Development and Renewal Authority. I also served several years on TLA's Governmental Affairs Committee and TLA's Development Committee, which I later chaired. Additionally, I was appointed Vice Chairman of the Planning and Zoning Committee for the Incorporation Study. I have volunteered at the Landlovers Flea Market for 15 years and am a member of CCA. I have also served on the Administrative Board for the Skidaway Island United Methodist Church. I served on the General Plan Update committee for our community in Southern California. Additionally, I was involved in several professional organizations during my working years, including the Urban Land Institute and the American Association of Port Authorities. I was appointed a member of the California Legislature Select Committee on Water Issues, which resulted in legislation addressing critical issues of water use and environmental protection throughout the state.



## **Andrew (Andy) Lohn**

Andy and Anna-Fay have lived at The Landings since 2006. When they moved to The Landings, their daughters Katherine and Caroline were young and participated in the Landings “Lightning Bolts” swim team, soccer, golf camps, and the tennis academy. As a working family with young children, the Lohns found The Landings an ideal place to live and raise their family.

Andy is a tax attorney with the Savannah Firm of Meyer and Sayers and focuses his practice in the areas of wealth management, business succession planning, asset protection planning, and domestic and international estate planning for high net worth individuals, entrepreneurs, and business owners. Additionally, Andy works with early stage companies and alternative asset investments. He has been in law practice since 1986 and has worked in the Trust & Estates group of a top Atlanta-based law firm and the Corporate Tax Group and Private Client Advisor Group of Deloitte & Touche, where his practice focused on Business Succession Planning for family businesses throughout the Southeast. Andy holds a B.A. from Bob Jones University, a J.D. from Georgia State University College of Law, and an LL.M. in Taxation from the University of Alabama School of Law. He is currently a member of the Georgia and Alabama Bar associations, as well as a member of the Public Policy Advisory Committee of the Angel Capital Association. Andy is a frequent speaker at continuing legal education seminars and currently hosts several nationally broadcast continuing education webinars each year.

### **Important Issues**

I think there are several important issues facing The Landings. First is the change in the demographics of Landings residents to include more families with young children and the need to attract and provide facilities and programs for them. Second is the issue of hurricane preparedness and having sufficient and appropriate assets and personnel in place to quickly restore the island to proper working order following a major storm. Third is the need for strategic

planning to meet the ongoing maintenance and upkeep on the island that has some infrastructure and facilities more than three decades old.

### **Skills and Talents**

I have more than 30 years of legal experience representing individuals and business that helps me spot potential issues before they become problems. I also work well with others on teams and boards to accomplish needed activities. I think “outside the box” and seek workable solutions to problems that minimize cost and risk.

### **Community Contributions**

I am very involved in the community as an Elder of the Skidaway Island Presbyterian Church, a member and Past President of the Rotary Club of Savannah South, a member of the German Friendly Society of Savannah and the German Heritage Society of Savannah. I also am a volunteer firefighter with the Skidaway Division of CES/Southside Fire.



**Tony Martin**

As a 13-year Landings resident, Tony, his wife Holly, and their two boys are committed to the community today and for the future 40+ years they plan to reside here. After growing up in Savannah, he worked in New York and Miami before moving to The Landings in 2006. Tony and his family are actively involved in the community as Landings Club full-golf members, avid boaters (Landings Harbor), and as the parents of two young children who utilize the clubhouses, pools, playgrounds, and athletic fields on a regular basis.

Professionally, Tony is a partner and co-founder of M3 Advisors and Martin Financial Group. Both companies are family-owned and operated businesses in Savannah since 1980. Tony serves as a consultant and advisor to business owners, helping them grow, protect, and preserve their most important asset -- their business -- while integrating it with a plan to achieve their personal financial objectives. These engagements are focused on preparing for the sale or transfer of the business, which involves working with the owner's advisors in a team-based approach to achieve the ultimate goal.

Tony's educational background includes an undergraduate degree from Rhodes College in Memphis, a Master of Business Administration (MBA) from the University of Georgia Terry College of Business, and a Master of Taxation from the University of Tulsa.

### **Important Issues**

There are many important issues facing our community today, including enhancement of property values, home modernization, golf cart path safety, security, and maintaining the many other benefits our community has bestowed upon us for the future. These issues include evaluating the existing Rules and Regulations to consider if they are motivating the results we desire or deterring homeowners from making positive changes. Golf cart paths should be examined, with

an emphasis on safety due to increased utilization, enabling carts, bikers, and pedestrians to coexist. Maintaining a unified, cohesive strategy with TLA, TLC, and TLCo will assist in addressing these items moving forward. Additionally, the proposed incorporation and failed Assessment increase indicate a desire for dialogue that is not currently available. TLA's focus on improved communication is critical to enable us to continue growing as a community while strengthening our existing relationships.

### **Skills and Talents**

My professional career has been focused on working as part of an effective team to facilitate the vision for achieving a long-term goal, creation of a detailed plan, and then implementation towards successful completion of the project. These skillsets are exactly what a good board member should bring to the table for the benefit of the association. While these activities are all critical, I would suggest the most emphasis appears to be needed in facilitating the long-term vision for The Landings. Creating this vision requires a continuous dialogue with residents, enabling us to work together to make The Landings the best that it can be for the future.

### **Community Contributions**

I am thankful for my opportunity to serve as a current board member with Junior Achievement (JA) of Georgia, current board member of the University of Georgia Terry College of Business Alumni Board, and a past board member for the Georgia Chapter of the Leukemia & Lymphoma Society. I also served as the immediate past president of the Estate Planning Council of Savannah as well as past president of the Valmark Advisory Board. My family attends Isle of Hope United Methodist Church, where I currently serve as an usher. I am also actively involved in extracurricular activities with my children, most recently coaching their soccer and baseball teams.

I look forward to serving you and welcome your questions at [amartin@bellsouth.net](mailto:amartin@bellsouth.net).



## Judy Monaco

Judy Monaco moved to The Landings in 2015 with her husband Ron. By the third day of their discovery tour, they purchased a home, knowing that The Landings was where they belonged. Important to them both was a beautiful, safe community, nearby restaurants and cultural activities, an active lifestyle, and a vibrant social life.

Judy graduated with a B.A. in psychology from the University of Delaware and with a J.D. from Temple University School of Law in Philadelphia (working full-time while attending law school at night). Judy practiced law in both law firms and corporations in the Philadelphia area for 20 years before building a career services business that she continues to run from home. Her legal experience includes managing complex litigation; negotiating multimillion-dollar deals across the country; sitting on corporate boards and serving as Corporate Secretary; and handling employment and other daily legal issues as they arose. Judy previously served on the boards of two homeowner associations, a nonprofit, a social club, and dozens of corporations through her role as Corporate Counsel and Secretary.

### Important Issues

Now that the incorporation vote is behind us, I feel that one of the most important issues is to move forward as a cohesive community that values differing opinions, embraces civility, and works harmoniously toward common goals. I believe we all can agree that maintaining the community and our home values, development on the island, safety, security, and water supply continue to be pressing issues that we all care about. A huge proponent of transparency and open communication, I support the Board's continued efforts in creating an environment of trust and respect among us all that will enable us to tackle these issues together.

### Skills and Talents

I have many years of experience serving on various boards, including HOAs. In my law practice, I managed conflict nearly every day, whether I was dealing with opposing counsel on a litigation matter, with difficult decision-makers on the other end of an important transaction, or with internal business clients who couldn't agree. Adept at seeing both sides of any situation, I have always focused on trying to reach a compromise. Highly analytical and strategic, I perform due diligence on every issue that requires a decision, and weigh all factors before presenting what I believe to be an optimal course of action. I am a team player who values others' opinions and who enjoys the process of reaching consensus.

### Community Contributions

I was an active member of New Neighbors for nearly three years and chaired a committee for one year. I am now an active member of 17 & Friends, helping to plan activities. I have volunteered at the Landlovers Flea Market every year. An animal lover, I immediately became involved in a volunteer organization that provides for the humane reduction in population of the community cats. I helped to reorganize the volunteers and the organization, and now serve on its leadership committee.

Before moving to The Landings, I served on the Board and as VP, Secretary and Counsel for a no-kill, cage-free shelter and adoption agency for rescued cats. In my seven years, I built the Board back up from 3 to 7 members, brought processes into compliance with 501(c)(3) laws, managed several sticky employment issues, reorganized personnel, hired a new website designer, initiated strategic planning, applied for grants, and participated in fundraising. As mentioned previously, I also served on the boards of two HOAs (on the first, serving as President and transitioning the HOA from the builder to the residents) and on the board of a large, active ski and social club in suburban Philadelphia.



**Charles Ryan**

Charlie and Diane moved to The Landings in 2011 from Winchester, Virginia after retiring from their professions. Charlie is a native of Philadelphia but grew up and lived in Virginia most of his life.

Charlie earned a Bachelor's in Biology and Chemistry from the University of Richmond, an MBA from Virginia Commonwealth University, and is a US Army veteran. He worked in large business (Hammermill Paper and O'Sullivan Corp.) and later became a small business owner, working in wholesale distribution, mortgage/business lending, and insurance.

Charlie and Diane married in 1970. They have two adult children and two granddaughters. Their son lives and works in China. Their daughter, son-in-law, and granddaughters live in Marietta, GA.

### **Important Issues**

TLA's management does an excellent job of managing our finances and supporting our community. Continued support of management's efforts to control our finances and establish our community priorities in the face of a flat revenue stream is my goal. We must maintain our financial health and not overlook needed expenditures required to maintain our community's high standards.

Our efforts should be directed to security, infrastructure maintenance and improvement, water usage, and safety, especially as our community becomes more diverse. More young families and working professionals, as well as retirees, are moving to The Landings. We must make the needs of all our residents our highest priority.

A major concern is the aging of our housing, and how it affects our desirability to potential home buyers. A high community standard supports improved home values and offers a positive first impression. A well-maintained community benefits us all.

TLA, TLC, and TLCo are working together to promote cooperation and common goals for our island. I will work to continue this effort.

### **Skills and Talents**

I have 40 plus years of professional management experience in sales, marketing, budget management, new product development, and implementation in both large manufacturing businesses as well as a small business owner. My experience as a small business owner made me acutely aware of how important good budgeting and personnel practices are, and how managing limited resources (money) is vital to an enterprise's success.

### **Community Contributions**

My community service has included membership in the Exchange Club, First Presbyterian Church, Allstate Community Service, as well as supporting the Union Rescue Mission, and volunteering for community fundraisers and activities in Winchester, VA. I served on both the golf and greens and grounds committees for many years at The Winchester Country Club.

Current service includes serving on Standards Committee of The Landings Club, and previously served on TLC's House Committee. I am a member of CCA and our local church. I support and have volunteered at America's Second Harvest and Kid's Cafe, and Auctionmania. I support the Union Mission and Shelter for Abused Women. Additionally, I volunteer for the Savannah Golf Championship and the Landings Men's Gourmet, as a member and volunteer serving dinners auctioned for charity. I look forward to serving the community and welcome any questions at [charlie@ccryan.com](mailto:charlie@ccryan.com).



## Mark Winters

Mark and Belinda are natives of the Savannah area. In 2012, they moved to The Landings from Rincon, GA. Recently, they both retired from public education and now enjoy more of The Landings Lifestyle!

After graduating from Effingham County High School and enlisting in the Marine Corps, Mark earned a BA from Florida International University and an MA from the University of Miami. After teaching in Miami for several years, Mark and Belinda returned to south Georgia. Mark taught high school while earning his doctorate from Georgia Southern University. He served as an administrator for more than 20 years in Effingham County and retired as principal of South Effingham High School in July 2019.

While working as a public school administrator, Mark became involved within the community. He served two terms as president of the Rotary Club of Effingham County and participated in Regional Economic Development. He served as a consultant with Southeastern Regional Vision for Education and Educational Testing Service. Mark served on peer review teams as part of school accreditation and as a mentor for university graduate students. Additionally, he advocated for students, establishing programs to enrich their education and prepare them for college, the workforce, and life as an adult.

### Important Issues

We live in a wonderful community of rare coastal beauty. While the demographics of our community are changing, the vision of a community that protects the natural environment has not. We must keep this vision clear as we expand amenities to meet the needs of our community. We must address issues of water usage, aging infrastructure, and maintaining the beauty of our island. Also, it is important to address the needs of everyone, including the growing number of young professionals and their families. Capturing the vibrant energy of diverse

residents allows us to maintain and safeguard our wonderfully rare community.

### Skills and Talents

My work in public education has taught me how to work with diverse populations of students, parents, and staff. I have learned that searching for voices not often included is vitally important if you want excellence in your organization and community. I believe diversity brings challenges as well as opportunities to capture the energy of diverse groups. This energy is crucial in reaching consensus and a shared vision. I have learned how to search for common interests. These common interests link us together as we deliberate, debate, and discuss issues to find consensus and move forward with a shared vision.

### Community Contributions

Belinda and I have found one of the great challenges in living The Landings Lifestyle is selecting from the vast array of activities in which to be involved. I am a member of The Landings Sailing Club, and I currently serve as fleet captain. I am a member of TLA's Marina Committee. I am rear-commandore of Skidaway Island Boating Club. I am on the race committee for The Low Country Hook Ocean Race, and this year, I am chairing that committee. I have participated in the Savannah Leukemia Cup Regatta, raising funds for research. I am a member of Landlovers, and I have volunteered at Sparrow Field Pollinator Garden and in the 2018 Landings Landlovers Garden Tour. As a Marine, I am on the Landings Marine Corps Ball Planning Committee.

I have been a Rotarian, serving as club president, and have worked with United Way, serving on their appropriations committee. I have consulted for educational organizations and presented at educational conferences at the state, national, and international levels.

I look forward to working with you in our beautiful coastal community and welcome your questions ([2winters80@gmail.com](mailto:2winters80@gmail.com)).



# Completing Your Ballot

Please utilize the secure, **online voting** process at **Votenet.com**.  
See the enclosed letter for detailed instructions,  
as well as your username and password.

**-OR-**

1. Mark the ballot, place it in the envelope labeled **BALLOT**, and seal the envelope. (Note: Six different ballot versions have been produced, with a rotating order for the candidates.)
2. Put the ballot envelope in the envelope addressed to **TLA Board Election c/o TLA Corporate Secretary**, seal it, and sign it in the space provided on the front. (Note: If the property is jointly owned, only one owner-of-record must sign.)
3. Deposit the envelope in the Association dropbox (located at the circular driveway at the Association - 600 Landings Way South); or hand deliver the envelope to the Association reception desk during normal office hours; or place a stamp on the outer envelope and mail to the Association.

**Your vote must be received by [Votenet.com](https://www.votenet.com)  
or by The Landings Association no later than  
October 30, 2019 at 4 p.m.**

*Note: If you need help voting online or if you did not receive a ballot with  
this voter packet, please call 912-598-2520,  
weekdays from 8 a.m. to 5 p.m.*



**The Landings Association, Inc.**  
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*Photo by John Taylor*